

# VENDOR SPOTLIGHT: DSI

by Tom Bourke, marketing manager, DSI



Wholesaler to Cabinet & Woodworking Manufacturers

## DSI Partners With EB Display

Distributor Service, Inc. (DSI) has been a trusted raw material provider to EB Display for more than 20 years. DSI supplies EB Display with a variety of melamine ranging from solid colors to wood grains and other patterns. Plus, the company distributes raw particleboard and many other professional woodworking materials.

DSI's big-red vehicles deliver the melamine to EB Display's manufacturing facility by the truckload or in 40-sheet units. EB Display also obtains sheets of Formica Brand lamination from DSI. On occasion DSI's in-house lamination line lays up laminated panels for EB Displays on raw particleboard.

"I'd like to think we're more than just a vendor to EB Display, we're their partner," said DSI Cleveland Sales Manager John Daniels. "We have a deep understanding of who their customers are and we strive to provide value and service along with the products we sell."

One way DSI provides value is by supporting EB Display with a special stocking program. DSI stores large quantities of raw materials at its Solon, Ohio warehouse. When needed, the supplies are quickly dispersed to EB Display's facility. And, as part of its customer service VIP program, DSI has assigned a specific inside sales concierge to EB Display.

DSI is a wholesale distributor of decorative hardwood plywood, hardwood lumber, melamine, particleboard, medium density fiberboard, high-pressure laminate, wood finishes and other products to cabinetmakers and millwork and casework shops. Headquartered in Carnegie, Pennsylvania, the company has facilities in eight Midwestern locations.



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